From:	Collardi, Boris <boris.collardi@juliusbaer.com>
To:	ehbarak1@gmail.com
CC:	
Date:	Wed, 5/15/2013 2:22:11 PM
Subject:	Re: Follow-up

Dear Ehud,
Let's do it. We virtually shake-hands. We will sit down in 1 year from now and review. Till then let's make it a big success. I am convinced that you and me will be a great team.
Shall I expect a contract from your UK company then?
We see each other next week in Cannes right ?
Looking fwd to our partnership.
Boris

----- Original Message -----
From: ehud barak [mailto:ehbarak1@gmail.com]
Sent: Tuesday, May 14, 2013 11:12 AM
To: Collardi, Boris
Subject: Re: Follow-up

Dear Boris
I'm ready to close on CHF600k (+expenses) and start working next week. You won't regret it. We can review it as you've said after one year and the decision will be yours. During this year please introduce me to your General Counsel. Should be an interesting person.
Once we agree, a contract could be signed asap with my UK consulting co. TrueSec Ltd.
Let's move on
Best
Ehud

Sent from my iPad

On 14 2013 במאי, at 01:21, "Collardi, Boris" wrote:

> Dear Ehud,
> Again apologies for the delay but as you know I want to do a good job for you. I spent a couple of hours today to exchange notes with my General counsel and going over the draft they sent me on friday. They are struggling to write a new contract as we discussed (two-in-one) on the point of how we balance retainer vs success fee (and how we define success without going through an introducer agreement). We came to the conclusion that increasing the retainer to say 1m and trying then to keep a tab on what/where/how is not a good model as it could trigger discussions we don't need and want to have with each other. On the other side, in the spirit of just getting started I would propose to make an additional gesture on my side by increasing the retainer to 500'000 for the first year (+expenses), and then based on the success of the introductions you make in year 1 (I would keep a tab) to re-discuss the fee for year 2 and 3. It's simple, it's pragmatic, we learn to work closely together, we trust each other and we could start asap. Let me know if that would work for you. I could then turn-around quickly on this model.
> Best,
> Boris
> Ps: remind me again whether you wanted to use your 'consulting' company or not ?
>
>

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